



## Henry Schein Medical Hosts 21st Annual National Sales Meeting

April 27, 2019

**Meeting Brought Together More Than 1,350 Team Schein Members, Supplier Partners, and Exhibitors Who Discussed How to Go 'The Extra Mile'**

MELVILLE, NY, April 26, 2019-- Henry Schein Medical, the U.S. medical business of Henry Schein, Inc. (Nasdaq: HSIC), hosted its 21st annual National Sales Meeting at the Gaylord Rockies Resort & Convention Center in Aurora, Colorado. The Meeting brought together more than 1,350 attendees, including Team Schein Members (TSMs) and supplier partners who exhibited their products and solutions to the sales team. The theme of this year's meeting was "The Extra Mile."

Henry Schein's leadership team, including Stanley M. Bergman, Chairman of the Board and Chief Executive Officer, and Brad Connett, President of Henry Schein Medical, led presentations that encouraged the team to go the 'extra mile' by asking themselves how to help customers adapt to the pressure and pace of change accelerating in today's health care marketplace while also helping to advance their efforts to deliver high quality patient care.

"The National Sales Meeting provides an opportunity for our sales consultants to harness the power of us," said Mr. Connett. "No matter how big we get, or how many countries we serve, the value system of Henry Schein Medical will not change, and at the core of that value system is institutional trust. To build that trust, play your position, and commit to working as a team. To be successful, we must be early adopters in times of change."

Mr. Connett's presentation about the importance of culture, working as a team, and managing change was further enforced by motivational and inspiring keynote speakers. These included management leaders who addressed Henry Schein Medical's upcoming breakthrough technologies and innovations to improve service and support, as well as top sales leaders who were recognized during the Meeting's annual Spirit Awards.

Awards recognizing 2018's top TSMs, supplier partners, and products in the following categories were presented: Supplier Partner of the Year (Solutions, Pharma, Lab, Equipment, MedSurg); Clinical Lab Specialist of the Year; Capital Equipment Specialist of the Year; Dialysis Sales Consultant of the Year; EMS Sales Consultant of the Year; Foot & Ankle Sales Consultant of the Year; Insource Sales Consultant of the Year; Solutions Consultant of the Year (Field Sales, Telesales); National Account Manager of the Year; Regional Account Manager of the Year; Strategic Account Manager of the Year (Ambulatory Surgery Centers, Upmarket, Midmarket); David Vann Award; Telesales Consultant of the Year; Telesales Manager of the Year; Rookie of the Year; Field Sales Consultant of the Year; and Regional Sales Manager of the Year.

For the second year in a row, Medical TSMs also participated in the We Care Global Challenge, a company-wide initiative in which TSMs at 15 Company locations in four countries assemble comfort kits for people fighting cancer around the world. At the Medical National Sales Meeting, 4,250 kits were assembled to support the American Cancer Society's Hope Lodge program. These kits, in addition to the 750 built by Medical Team Schein Members at Henry Schein's global headquarters in Melville, N.Y., will then be distributed to over 30 Hope Lodge locations throughout the U.S. Each Hope Lodge offers cancer patients and their caregivers a free place to stay when their best hope for effective treatment may be in another city. Partnering with Heart to Heart International - to handle the logistics of the We Care Global Challenge kit building events and management of all shipments of the completed kits - the Challenge embodies the Henry Schein Cares mission to "help health happen" for people living in underserved, at-risk, and remote communities.

### About Henry Schein, Inc.

Henry Schein, Inc. (Nasdaq: HSIC) is a solutions company for health care professionals powered by a network of people and technology. With more than 18,000 [Team Schein Members](#) worldwide, the Company's network of trusted advisors provides more than 1 million customers globally with more than 300 valued solutions that improve operational success and clinical outcomes. Our Business, Clinical, Technology, and Supply Chain solutions help office-based [dental](#) and [medical](#) practitioners work more efficiently so they can provide quality care more effectively. These solutions also support [dental laboratories](#), [government and institutional health care clinics](#), as well as other alternate care sites.

Henry Schein operates through a centralized and automated distribution network, with a selection of more than 120,000 branded products and Henry Schein private-brand products in stock, as well as more than 180,000 additional products available as special-order items.

A FORTUNE 500 Company and a member of the S&P 500® and the Nasdaq 100® indexes, Henry Schein is headquartered in Melville, N.Y., and has operations or affiliates in 31 countries. The Company's sales from continuing operations reached \$9.4 billion in 2018, and have grown at a compound annual rate of approximately 13 percent since Henry Schein became a public company in 1995.

For more information, visit Henry Schein at [www.henryschein.com](http://www.henryschein.com), [Facebook.com/HenrySchein](https://www.facebook.com/HenrySchein), and [@HenrySchein on Twitter](https://twitter.com/HenrySchein).

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